



State reaches out to small businesses

SACRAMENTO

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- **To ‘educate’ on doing more business with state**
- **Small business got 28 percent of state’s spending last year**

Small businesses got more than 28 percent of the state’s business in 2007, the California Department of General Services says. That translates to \$2.7 billion of the \$9.4 billion total in goods and services that the state bought.

Now, the state is planning a series of workshops to educate small business owners on ways to increase that number.

“Starting next week and continuing through the summer, we will send out teams of representatives and small business development advocates to reach out to business owners and educate them about the many opportunities to do business with the state,” says Rosario Marin, secretary of the State Consumer Services Agency.

In the next week alone, look for small business representatives from the Department of General Services will hold outreach events in Los Angeles, San Diego and Sacramento.

- March 25, the Greater Los Angeles Vendor Fair hosted by the Metropolitan Water District, Los Angeles County, Metropolitan Transportation Authority and LA City College at the Los Angeles Convention Center
- March 26, Caltrans Procurement Fair at San Diego's Balboa Park
- March 26, Sacramento Hispanic Chamber of Commerce's Business Networking Expo at the Double Tree Hotel in Sacramento
- March 28, Women’s Procurement Fair sponsored by Women's Business Center at the PG&E Community Center in San Luis Obispo
- March 28-30, The Black Expo, Sacramento Convention Center

An executive order signed in 2006 by Gov. Arnold Schwarzenegger established a goal for state government to do at least 25 percent of its purchasing and contracting with small businesses. More than 98 percent of California companies are defined as small businesses

-- businesses with less than 100 employees, and no more than an average of \$10 million in revenues during the past three years.

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